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The College Placement Council 62 Highland Avenue / Bethlehem, PA 18017

The national association for career planning, placement, and recruitment

CPC Salary Survey

REGIONAL Interim Report No. 1, February 1985

MIDDLE ATLANTIC REGION (MAPA)

Bucknell University
Carnegie-Mellon University
Cedar Crest College
Delaware State College
University of Delaware
Fairleigh Dickinson University - Teaneck
George Washington University
Grove City College
IUP - Indiana, PA
Lafayette College
Lehigh University
Lincoln University (PA)
Morgan State University
New Jersey Institute of Technology
Pennsylvania State University
Pennsylvania State University - Capitol Campus
University of Pennsylvania
University of Pennsylvania - Wharton Graduate School
University of Pittsburgh
Princeton University
Rutgers University - Camden-College of Arts and Sciences
Rutgers University - New Brunswick
Villanova University
Virginia State University
West Virginia University

The 187 placement offices at the 163 colleges and universities that participate in the *Salary Survey* are divided into seven geographic regions. The placement offices listed comprise the Middle Atlantic region.

The data are based on salary offers made to students graduating between September 1, 1984, and August 31, 1985. Tables on pages 2 through 5 list data on both regional and national levels for the interim period (January 5 through February 1) and cumulatively (September 1 through February 1). The block tables contain data for the interim period only.

SCOPE AND NATURE OF THE SURVEY

The scope, nature, and coverage of the CPC *Salary Survey* are particularly important to the interpretation and proper use of the statistics.

Offers are reported from employing organizations in business, industry, government, and non-profit and educational organizations. The offers are base starting salary offers and do not include fringe benefits or overtime. The data cover a broad range of functional positions, except teaching. Confidentiality is maintained for the individual, the college, and the employer.

The *Survey* reports offers, not acceptances, with no limit on the number of offers per student. Therefore, offers in the study cannot be equated with actual hires, and when the economic climate changes substantially, the ratio of offers to hires usually changes also, making comparison with other years no longer valid. In those categories where offers are relatively few, the data should be regarded only as an indication.

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(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Bachelor's Degree Candidates

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 1/5/85 THROUGH 2/1/85							CUMULATIVE PERIOD 9/1/84 THROUGH 2/1/85						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
BUSINESS														
Accounting	128	739	$1644	$1695	$1833	$1666	$1500	182	2423	$1654	$1669	$1875	$1650	$1500
Business—General (incl. Mgmt.)	30	138	1600	1561	2067	1666	1216	43	773	1636	1580	2050	1666	1250
Marketing & Distribution	4	55	1387	1522	*	*	*	15	471	1418	1530	*	*	*
HUMANITIES & SOCIAL SCIENCES														
Humanities	22	52	1407	1379	1900	1446	900	24	189	1421	1340	1900	1446	900
Economics[2]	4	8	1537	1495	*	*	*	7	81	1514	1470	*	*	*
Other Social Sciences	9	31	1209	1453	*	*	*	11	237	1233	1350	*	*	*
ENGINEERING														
Aeronautical	2	34	2150	2269	*	*	*	4	116	2077	2187	*	*	*
Chemical	18	145	2406	2367	*	*	*	25	440	2388	2356	2510	2425	2200
Civil (incl. Construction, Sanitary, & Transportation Engrg.)	10	60	2119	2022	*	*	*	14	298	2039	1940	*	*	*
Electrical (incl. Computer Engrg.)	57	648	2208	2267	2435	2335	1559	98	2322	2174	2240	2425	2291	1559
Geological	+	7	+	2315				+	18	+	2312			
Industrial	11	70	2175	2154	*	*	*	20	302	2229	2156	2416	2208	2060
Mechanical	36	372	2283	2285	2425	2334	2100	67	1299	2210	2226	2425	2253	1866
Metallurgical (incl. Metallurgy & Ceramic Engrg.)	4	20	2366	2316	*	*	*	7	67	2248	2256	*	*	*
Mining	1	1	2470	2470	*	*	*	1	11	2470	2100	*	*	*
Nuclear (incl. Engrg. Physics)	2	6	2371	2276	*	*	*	3	27	2339	2233	*	*	*
Petroleum	6	58	2812	2704	*	*	*	8	162	2753	2678	*	*	*
Engineering Technology	12	72	2229	2122	*	*	*	16	227	2205	2137	*	*	*
SCIENCES														
Agricultural Sciences	4	13	1406	1435	*	*	*	4	62	1406	1439	*	*	*
Biological Sciences	4	6	1374	1365	*	*	*	5	32	1254	1466	*	*	*
Chemistry	3	17	2041	1939	*	*	*	3	36	2041	1846	*	*	*
Computer Science	34	255	2035	2099	2260	2092	1816	52	897	2054	2041	2260	2100	1833
Health (Medical) Professions	1	4	1441	1451	*	*	*	1	76	1441	1869	*	*	*
Mathematics	7	12	1950	1960	*	*	*	14	54	2015	1994	*	*	*
Other Physical & Earth Sciences	2	8	1524	1639	*	*	*	3	43	1494	1804	*	*	*
Totals	411	2831						627	10663					

[1] Percentiles are computed on regional data.
[2] Includes economics programs with both business and social science orientation.
* Not computed for fewer than 20 offers.
+ No offers reported.

(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Bachelor's Degree Candidates

BY FUNCTIONAL AREA FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 1/5/85 THROUGH 2/1/85							CUMULATIVE PERIOD 9/1/84 THROUGH 2/1/85						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
Accounting/Auditing	136	765	$1644	$1699	$1833	$1666	$1475	190	2493	$1649	$1671	$1853	$1646	$1500
Business Administration	12	77	1766	1560	*	*	*	20	500	1762	1553	2166	1792	1300
Communications	5	24	1993	1608	*	*	*	8	110	2045	1310	*	*	*
Community & Service Orgs. Work	+	7	+	1357				+	41	+	1396			
EDP-Programming/Systems	47	298	2077	2103	2258	2125	1833	71	980	2051	2060	2260	2100	1833
Engineering	139	1387	2272	2281	2500	2335	1931	233	4945	2228	2236	2460	2300	1866
Farm & Natural Resources Mgmt.	+	3	+	1466				+	30	+	1432			
Finance & Economics	4	34	1145	1561	*	*	*	7	207	1392	1613	*	*	*
Health (Medical) Services	3	9	1285	1386	*	*	*	3	91	1285	1787	*	*	*
Manufacturing &/or Industrial Oprs.	3	38	2036	2107	*	*	*	6	145	2170	2049	*	*	*
Mathematics/Statistics	2	4	1485	1930	*	*	*	8	40	1834	1964	*	*	*
Merchandising/Sales Promotion	18	62	1305	1383	*	*	*	23	418	1327	1426	1500	1333	1000
Personnel/Employee Relations	7	8	1300	1284	*	*	*	9	34	1435	1592	*	*	*
Research—Non-Scientific	6	9	1634	1797	*	*	*	7	36	1740	1848	*	*	*
Research—Scientific	11	28	2013	1998	*	*	*	13	106	1873	1956	*	*	*
Rotational Training—Non-Technical	1	11	1666	1501	*	*	*	2	84	1708	1472	*	*	*
Rotational Training—Technical	2	6	2352	2360	*	*	*	2	26	2352	1991	*	*	*
Sales—Non-Technical Degree	14	51	1344	1570	*	*	*	23	333	1367	1556	1666	1416	1000
Sales—Technical/Scientific Degree	1	10	2250	2146	*	*	*	2	44	2125	2144	*	*	*
Totals	411	2831						627	10663					

' Percentiles are computed on regional data.
* Not computed for fewer than 20 offers.
+ No offers reported.

(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Master's Degree Candidates

Inexperienced

(One Year Or Less Of Full-Time, Non-Military Employment)

GRADUATE PROGRAM	INTERIM PERIOD 1/5/85 THROUGH 2/1/85							CUMULATIVE PERIOD 9/1/84 THROUGH 2/1/85						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
BUSINESS														
Accounting	1	76	$1708	$2007	*	*	*	3	241	$1818	$2030	*	*	*
MBA (Non-Technical Undergraduate)	17	43	1917	2084	*	*	*	21	235	1965	2091	$2333	$1755	$1755†
MBA (Technical Undergraduate)	1	18	2241	2513	*	*	*	2	57	2578	2486	*	*	*
MS-Business (incl. Mgmt., Mktg., Finance, etc.)	2	13	1791	2222	*	*	*	2	42	1791	2192	*	*	*
Industrial Mgmt. (incl. Industrial Admin.)	1	8	2250	2364	*	*	*	1	12	2250	2330	*	*	*
Administration (incl. Public, Hospital, etc.)	1	2	2375	2404	*	*	*	1	14	2375	2263	*	*	*
HUMANITIES & SOCIAL SCIENCES														
Humanities	10	10	1135	1135	*	*	*	13	23	1353	1476	*	*	*
Social Sciences	2	2	1520	1520	*	*	*	3	37	1597	1606	*	*	*
ENGINEERING														
Chemical	9	16	2572	2571	*	*	*	12	34	2539	2460	*	*	*
Civil (incl. Construction, Sanitary, & Transportation Engrg.)	+	21	+	2389				+	80	+	2321			
Electrical (incl. Computer Engrg.)	1	49	2833	2766	*	*	*	1	252	2833	2703	*	*	*
Industrial	1	6	2292	2216	*	*	*	2	25	2291	2323	*	*	*
Mechanical	7	42	2704	2616	*	*	*	12	119	2556	2537	*	*	*
Nuclear (incl. Engrg. Physics)	+	2	+	2795				+	9	+	2619			
SCIENCES														
Chemistry	2	3	1688	1945	*	*	*	3	9	1653	1884	*	*	*
Computer Science	8	27	2064	2296	*	*	*	13	117	2034	2449	*	*	*
Geology & Related Geological Sciences	1	18	2875	2655	*	*	*	2	55	2712	2541	*	*	*
Mathematics	+	1	+	2783				+	7	+	2557			
Metallurgy (incl. Met. Engrg., Materials Engrg./ Science, & Ceramics)	+	4	+	2539				+	16	+	2561			
Totals	64	361						91	1384					

[1] Percentiles are computed on regional data.
* Not computed for fewer than 20 offers.
† The 50th and 10th percentiles are the same because of a clustering of offers.
+ No offers reported.

(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Master's Degree Candidates—Experienced[1]

GRADUATE PROGRAM	INTERIM PERIOD 1/5/85 THROUGH 2/1/85							CUMULATIVE PERIOD 9/1/84 THROUGH 2/1/85						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[2]			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[2]		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
Over 1 to 2 years														
MBA - Non-Tech Undergraduate	+	7	+	$2344				3	37	$1505	$2367	*	*	*
MBA - Tech Undergraduate	+	2	+	2521				+	8	+	2478			
Over 2 to 4 years														
MBA - Non-Tech Undergraduate	1	6	$2750	2341	*	*	*	1	25	2750	2498	*	*	*
MBA - Tech Undergraduate	+	1	+	2666				+	3	+	2638			
Over 4 years														
MBA - Non-Tech Undergraduate	+	9	+	2328				+	32	+	2548			
MBA - Tech Undergraduate	+	4	+	2562				+	10	+	2660			
Totals	1	29						4	115					

DOCTORAL DEGREE CANDIDATES

ENGINEERING														
Chemical	8	20	$3305	$3353	*	*	*	9	38	$3305	$3343	*	*	*
Civil (incl. Construction, Sanitary, & Transportation Engrg.)	4	5	2374	2359	*	*	*	4	7	2374	2471	*	*	*
Electrical (incl. Computer Engrg.)	4	7	3041	3227	*	*	*	7	25	3154	3395	*	*	*
Mechanical	4	7	3258	3195	*	*	*	8	16	3014	3008	*	*	*
SCIENCES														
Chemistry	6	20	2588	2818	*	*	*	7	53	2659	2851	*	*	*
Mathematics (incl. Oprs. Research, Statistics, & Actuarial Science)	2	2	3374	3374	*	*	*	2	6	3374	2541	*	*	*
Metallurgy (incl. Met. Engrg., Materials Engrg./ Science, & Ceramics)	+	4	+	2843				1	12	3500	3109	*	*	*
Physics	3	4	2588	2733	*	*	*	4	16	2705	3085	*	*	*
Totals	31	69						42	173					

[1] Years of previous full-time, non-military employment.
[2] Percentiles are computed on regional data.
* Not computed for fewer than 20 offers.
+ No offers reported.

FEBRUARY 1985 MAPA INTERIM REPORT NUMBER 1
AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

FEBUARY 1985 MAPA REGIONAL INTERIM REPORT NUMBER 1
INTERIM PERIOD 01/05/85 THROUGH 02/01/85

CURRICULUM	ACCTG-PUBLIC		BANK-FINANCE		MERCHANDSNG		AERO-ELECTRNC		AUTO, MECH-EQPT		BLDG MATERIAL	
ACCOUNTING	1647 1792 1500	109	1600	3	1083	2	2166	1				
BUSINESS - GENERAL	1946	8	1304	4	1314	4	1277	3	1775	1	1625	2
MARKETING/DISTRIBUTN					1416	2	1417	1				
HUMANITIES			1074	5	1272	6	1693	5	1414	2		
ECONOMICS			1437	2								
OTHR SOCIAL SCIENCES			1058	1	1471	3						

FEBRUARY 1985 MAPA INTERIM REPORT NUMBER 1
AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

FEBUARY 1985 MAPA REGIONAL INTERIM REPORT NUMBER 1
INTERIM PERIOD 01/05/85 THROUGH 02/01/85

CURRICULUM	ACCTG-PUBLIC		BANK-FINANCE		MERCHANDSNG		AERO-ELECTRNC		AUTO, MECH-EQPT		BLDG MATERIAL	
AERONAUTICAL							2150	2				
CHEMICAL							2236	3	2433	1		
CIVIL -CNSTR/SAN/TRP	2239	4									1733	2
ELECTRICAL -COMPTR	2250	1			2240	2	2364	12	2417	1	2379	1
GEOLOGICAL												
INDUSTRIAL	2195	4					2267	1				
MECHANICAL							2203	9	2299	2		
METALLURGICAL							2417	1	2350	1		
MINING												
NUCLEAR -ENGRG PHYS												
PETROLEUM -NATL GAS												
ENGINEERING TECH	2208	1					2294	2	2360	4	1458	1

FEBRUARY 1985 MAPA INTERIM REPORT NUMBER 1
AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

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INTERIM PERIOD 01/05/85 THROUGH 02/01/85

CURRICULUM	ACCTG-PUBLIC		BANK-FINANCE		MERCHANDSNG		AERO-ELECTRNC		AUTO, MECH-EQPT		BLDG MATERIAL	
AGRICULTURL SCIENCES			1166	1	1500	1						
BIOLOGICAL SCIENCES					1354	2						
CHEMISTRY												
COMPUTER SCIENCE	2125	1					2085	13				
HEALTH (MED) PROFSNS												
MATHEMATICS							2213	3				
OTHR PHYSCL/EARTH SCI							2090	1				

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AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

FEBUARY 1985 MAPA REGIONAL INTERIM REPORT NUMBER 1

INTERIM PERIOD 01/05/85 THROUGH 02/01/85

CURRICULUM	CHEMCLS-DRUG		ELECTRL MAC		FOOD-BEVERAGE		GLASS-PAPER		METALS/PRODS		PETRO/ALLIED	
ACCOUNTING			1832	4	1625	1					1675	6
BUSINESS - GENERAL	1666	1			920	1	1666	1				
MARKETING/DISTRIBUTN											1300	1
HUMANITIES												
ECONOMICS												
OTHR SOCIAL SCIENCES												

FEBRUARY 1985 MAPA INTERIM REPORT NUMBER 1
AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

FEBUARY 1985 MAPA REGIONAL INTERIM REPORT NUMBER 1

INTERIM PERIOD 01/05/85 THROUGH 02/01/85

CURRICULUM	CHEMCLS-DRUG		ELECTRL MAC		FOOD-BEVERAGE		GLASS-PAPER		METALS/PRODS		PETRO/ALLIED	
AERONAUTICAL												
CHEMICAL	2447	12							2300	1	2500	1
CIVIL -CNSTR/SAN/TRP	2000	1									2580	1
ELECTRICAL -COMPTR	2396	2							2261	2		
GEOLOGICAL												
INDUSTRIAL	2059	2					2083	1	2155	2		
MECHANICAL	2375	9	2213	3					2473	4	2660	1
METALLURGICAL									2350	2		
MINING											2470	1
NUCLEAR -ENGRG PHYS												
PETROLEUM -NATL GAS											2812	6
ENGINEERING TECH			2050	1								

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AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

FEBUARY 1985 MAPA REGIONAL INTERIM REPORT NUMBER 1

INTERIM PERIOD 01/05/85 THROUGH 02/01/85

CURRICULUM	CHEMCLS-DRUG		ELECTRL MAC		FOOD-BEVERAGE		GLASS-PAPER		METALS/PRODS		PETRO/ALLIED	
AGRICULTURL SCIENCES					1479	2						
BIOLOGICAL SCIENCES	1541	1										
CHEMISTRY	2083	1					2020	2				
COMPUTER SCIENCE	2200	1					2050	2	2050	3	2141	1
HEALTH (MED) PROFSNS												
MATHEMATICS												
OTHR PHYSCL/EARTH SCI												

FEBRUARY 1985 MAPA INTERIM REPORT NUMBER 1
AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

FEBUARY 1985 MAPA REGIONAL INTERIM REPORT NUMBER 1
INTERIM PERIOD 01/05/85 THROUGH 02/01/85 PART 3 - PAGE 1

CURRICULUM	RESRCH/CONSLT		TIRE-RUBBER		UTLTIES-PUBLC		GOVT-FEDERAL		GOVT-LCL/STATE		NON-PROFIT ORG	
ACCOUNTING	1666	1					1176	1				
BUSINESS - GENERAL	1875	2			2233	1	1435	2				
MARKETING/DISTRIBUTN												
HUMANITIES					1720	2	1612	2				
ECONOMICS	1637	2										
OTHR SOCIAL SCIENCES	1125	2									1055	3

FEBRUARY 1985 MAPA INTERIM REPORT NUMBER 1
AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

FEBUARY 1985 MAPA REGIONAL INTERIM REPORT NUMBER 1

INTERIM PERIOD 01/05/85 THROUGH 02/01/85

CURRICULUM	RESRCH/CONSLT		TIRE-RUBBER		UTLTIES-PUBLC		GOVT-FEDERAL		GOVT-LCL/STATE		NON-PROFIT ORG	
AERONAUTICAL												
CHEMICAL												
CIVIL -CNSTR/SAN/TRP	2314	1			1881	1						
ELECTRICAL -COMPTR	2166	2			2380 2490 2290	21	1719	13				
GEOLOGICAL												
INDUSTRIAL					2371	1						
MECHANICAL					2355	5	1718	2			2000	1
METALLURGICAL												
MINING												
NUCLEAR -ENGRG PHYS					2371	2						
PETROLEUM -NATL GAS												
ENGINEERING TECH					2538	2	1931	1				

FEBRUARY 1985 MAPA INTERIM REPORT NUMBER 1
AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

FEBUARY 1985 MAPA REGIONAL INTERIM REPORT NUMBER 1
INTERIM PERIOD 01/05/85 THROUGH 02/01/85

CURRICULUM	RESRCH/CONSLT		TIRE-RUBBER		UTLTIES-PUBLC		GOVT-FEDERAL		GOVT-LCL/STATE		NON-PROFIT ORG	
AGRICULTURL SCIENCES												
BIOLOGICAL SCIENCES											1250	1
CHEMISTRY												
COMPUTER SCIENCE	2189	4			2212	2	1796	5	1208	1	2000	1
HEALTH (MED) PROFSNS											1441	1
MATHEMATICS	1834	1			2208	1	1485	2				
OTHR PHYSCL/EARTH SCI											958	1

BY TECHNICAL/NON TECHNICAL CURRICULUM & EMPLOYER PART 1 INTERIM PERIOD 01/05/85 THROUGH 02/01/85

AVERAGE MONTHLY SALARY OFFERS TO MBA CANDIDATES FEBUARY 1985 MAPA REGIONAL INTERIM REPORT NUMBER 1

CURRICULUM	ACCTG-PUBLIC		BANK-FINANCE		MERCHANDSNG		AERO-ELECTRNC		AUTO,MECH-EQPT		BLDG MATERIAL	
MBA - NON-TECHNICAL	2214	6										
MBA - TECHNICAL							2241	1				

BY TECHNICAL/NON TECHNICAL CURRICULUM & EMPLOYER PART 2 INTERIM PERIOD 01/05/85 THROUGH 02/01/85

AVERAGE MONTHLY SALARY OFFERS TO MBA CANDIDATES FEBUARY 1985 MAPA REGIONAL INTERIM REPORT NUMBER 1

CURRICULUM	CHEMCLS-DRUG		ELECTRL MAC		FOOD-BEVERAGE		GLASS-PAPER		METALS/PRODS		PETRO/ALLIED	
MBA - NON-TECHNICAL												
MBA - TECHNICAL												

BY TECHNICAL/NON TECHNICAL CURRICULUM & EMPLOYER PART 3 INTERIM PERIOD 01/05/85 THROUGH 02/01/85

AVERAGE MONTHLY SALARY OFFERS TO MBA CANDIDATES FEBUARY 1985 MAPA REGIONAL INTERIM REPORT NUMBER 1

CURRICULUM	RESRCH/CONSLT		TIRE-RUBBER		UTLTIES-PUBLC		GOVT-FEDERAL		GOVT-LCL/STATE		NON-PROFIT ORG	
MBA - NON-TECHNICAL							1755	11				
MBA - TECHNICAL												